

ESTABLISHED COMPANY GOES DIGITAL WITH NEW PRODUCT CATALOG

ABOUT CYCLOPS INDUSTRIES. Cyclops Industries, Inc., established in 1958, designs and manufactures safety sight glasses, viewport assemblies, sight flow indicators, spray rings, sight lights, and sight glass replacements. Based in South Charleston, West Virginia, with around six employees, the company serves various industries around the world that use Cyclops products to observe processes in industrial pressure vessels and pipelines, maintaining maximum safety under high pressure, high temperature, corrosive, and volatile processing operations.

THE CHALLENGE. Many of the original designs and engineering prints for the Cyclops Industries product catalog were still paper drawings, or scanned images of paper drawings that were modified using basic programs such as Microsoft Paint. As new technology and software continued to play a larger role in design and manufacturing, this created several challenges. The company needed to update its software and practices to meet the requests of customers that rely on this technology to design and maintain systems that use Cyclops products.

MEP CENTER'S ROLE. Cyclops Industries reached out to the West Virginia Manufacturing Extension Partnership (WVMEP), a NIST MEP affiliate. After touring the facility, WVMEP identified three key improvement areas for Cyclops: software selection, software training, and software implementation. WVMEP provided on-site demonstrations of two industry-leading software packages, focusing on the needs of the company to help the Cyclops team determine the best fit for their business. Next, WVMEP provided on-site training for Cyclops Industries to quickly bring their engineers up to speed.

To offset some of the cost associated with this part of the project, WVMEP connected Cyclops Industries with West Virginia's Governor's Guaranteed Workforce Program. Using funding from Scale Up West Virginia, WVMEP then provided on-site assistance in creating an electronic catalog of products and commonly used components and assemblies. With the new catalog, Cyclops Industries could immediately begin pursuing additional business. During this time, WVMEP continued to provide training assistance for questions that arose during daily use of the software. The company is producing files for the catalog at a much faster rate, significantly reducing the costs associated with outsourcing design work.

"I am very thankful for finding and being able to utilize WVMEP. They were very knowledgeable on the programs to choose from, and we were able to save money in the outsourcing of having new drawings made. Partnering us with the West Virginia Governor's Guaranteed Workforce allowed us to have part of the cost covered as well."

-Kim Mack, President

RESULTS



Trained **2** engineering staff



New designs and existing model design changes now **60%** quicker



Costs reduced by **\$10,000** per year



Cyclops can now provide design information, leading to increases in sales



Invested **\$7,500** on software and training

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